



CHANGE FOR THE BETTER



By Nick Alderson, CEO

It's been another great year at CBH CO-OP. I'd like to start by thanking everyone who came out to the Gillette Elevator Open House; our team at CBH greatly appreciates the community support. Due to safety and compliance

regulations mandated by our insurance carrier, we were required to remove the grain elevator, and subsequently the attached office earlier this year. To commemorate the day, and christen the newly renovated office space, we invited our cooperative members to bring in their branding irons and leave their mark. CBH is thrilled to have the new office operating, and we thank our patrons for their patience during the construction process.

If you've kept up with our newsletters over the past year, you may have noticed a common theme throughout each issue: our focus on utilizing today's technology to increase efficiency across all aspects of our cooperative. I'm happy to say that we have taken full advantage of this, and we now have a solid foundation beneath us and are ready to continue growing our business with the help of both our staff and our assets. As a start, we have introduced a new position in partnership with CHS. The Certified Energy Specialist program will bring our patrons access to a knowledgeable Energy Sales Consultant. One of our own, Jake Williamson, has accepted the role. Jake's main goal will be to assist our patrons by analyzing their needs and offering the most efficient products and services we have available.



Members place their brands on the wall to represent true ownership of the cooperative.

CBH is thrilled to announce that we have been working to bring product and service back to the Mr. Tire location in the Sturgis, SD area. Johnny Slone, a 36-year veteran of the tire industry, is leasing the location and will continue the operation as part of the Mr. Tire service center. You will still be able to contact Mr. Tire at the same number as always, (605) 347-2351. We welcome Johnny, along with his years of quality service and experience, to our community. Johnny and his crew will be *here to help*, as they reestablish the business and look to open for operation this December.



THE NEXT CHAPTER >>

By Jake Williamson,
Energy Sales
Consultant



For those who don't know me (yet), I'd like to introduce myself. My name is Jake Williamson and I have worked at CBH CO-OP for the past 6 years. Beginning my career managing the Mr. Tire location, I found my passion: serving our customers at the highest level and providing them with anything and everything they could possibly need. After 3 years of service, I then took a new position as Credit Safety Manager, allowing me to further develop those relationships and continue to provide the same level of quality service.



Now, as we get ready to close out 2021, I am happy to accept another new position as an Energy Sales Consultant. Through this new role, I look forward to being back in a sales position and having the opportunity to greet both new and old faces. I will be undergoing an intensive training program at CHS with a goal of obtaining as much knowledge and expertise as I can to help our patrons find the right product for the job. The majority of my role will be to focus on energy products (refined fuels, propane, and lubricants,) and will be executed with two things in mind: efficiency and cost effectiveness.

I think the best part about working at CBH, at least for me, is the common goal shared by both employees and customers of CBH: to be as efficient as possible utilizing the right products and services. After 6 years of service with CBH CO-OP, I am delighted to be in this new position working directly with our members and look forward to many more years of helping our patrons to succeed.

Focusing on the Fundamentals



By Todd Reif, Director of Ag

Despite the challenges facing the US, I am happy to say we are finishing out the year quite strongly. I'd also like to join Nick in thanking everyone who came out to the Gillette Elevator Open House to celebrate the opening of our new office location. A mutual

sense of pride could be felt throughout the day, finishing with the branding ceremony: a symbolic way to display true ownership within the cooperative. With the elevator demolition going as well as we could have hoped for, the event was the perfect means to an end, and a new beginning. We look forward to continuing to service the Gillette community.

There were some challenges we had to overcome this year. The effects of the drought have been quite significant, and we've had to find alternative ways to continue to provide our customers with products they need to keep operations running smoothly. The most notable example is peas, as there were virtually none available when it came to feed supply. We are still offering cake feeds as usual, however, this shortage forced us to pursue slightly higher priced, but equally viable, alternative ingredients. We have also moved to a few different grain mixes to combat the effects of the drought. Rest assured, they can be easily worked into feedlots or even your cow/calf operation with minor management adjustments. I believe this small change in our program will remain a viable long term option that is capable of meeting your needs. Please contact your local nutrition specialist for more information.

We also have a handful of other new offerings available. I know that some of our customers have been forced to reduce herd numbers in order to offset the issues presented with the drought. This is why I'd like to mention a new line of hay cubes we are offering, which are a great supplement (not substitute) and can help to stretch your hay supply. Considering current hay prices, I advise giving us a call to learn more about the economical benefits these can provide to your operation.

If you have any questions regarding how we can help you keep your operation running smoothly, please do not hesitate to reach out to myself, or one of our nutrition specialists. I look forward to working with you in 2022. As always, thank you for your business with CBH CO-OP.

2022 STOCK SHOW PROMOTION

Possession is King - Secure Spring Ag Supplies

CBH Members: save 3% on orders, and
CBH will hold product until 06/01/22
Non-members: pre-pay required
and must pick up upon arrival

Contact your location manager with your supply needs
prior to the 2022 Stock Show to discuss pricing.

Belle Fourche 605-723-3333 Gillette Elevator 307-682-4772 Union Center 605-985-5253



The Cenex® Voyager® Fleet Credit Card makes managing your business easy

Cenex Voyagers Get Rewarded



By Amanda Maine, Director of Risk Management

More savings. More rewards. More convenience. Want more?

Whether you have one vehicle or a large fleet, the Cenex® Voyager® Fleet Credit Card makes managing your business easy—and rewarding, too.

Cenex has a partnership with Voyager® which means your Cenex® Voyager® Fleet Credit Card is accepted at more than 230,000 fuel and maintenance locations across the nation, making it easy for you and your drivers to fuel up – wherever you go.

Use the locator tool at cenex.com/locator to find Cenex locations and plan fueling stops on all your routes across the nation. Plus, your drivers will thank you as Cenex is there with snacks, quality fuel and friendly smiles no matter where you stop. And all 1,400+ Cenex locations in 19 states give you more rebates the more you fuel up.

What about hidden charges? There are absolutely no minimum purchase requirements and no annual fees. Just sign up and start saving – right away! Cards are in the mail as soon as the next day upon approval.

- Earn a 2-cent rebate on gallon purchases of 1-999
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Manage your business easier with features like detailed accounting, volume rebates and incentives, expense tracking and 24-hour customer support. Get detailed tracking of expenses and mileage by vehicle and department. Your account will also be monitored for fraudulent or suspicious behavior, and you will receive email notifications of unusual transactions – offering you peace of mind.

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- Optional 24-hour roadside assistance
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- Automatic direct bill payment (ACH)
- Driver Identification Numbers, plus ability to track your fleet(s) by department
- Restrict cards to fuel purchases only
- Tax-reporting and exemption for nonprofit or government fleets
- Receive monthly Cenex rebates in lieu of annual CBH dividend payout
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The Cenex® Voyager® Fleet Credit Card is your essential tool to a more efficient, successful business. Applications can be found at any of our CBH c-store locations or online at cenex.com/cards/fleet, where you can fill out the application on the website or fax in a printed application.

You may call Cenex Payment Solutions customer service at 800-852-8180, M-F 7:30am-5:30pm CST.



2030 MAIN ST.
STURGIS, SD 57785

PRSR STD
U.S. POSTAGE
PAID
PERMIT #86
MARSHALL, MN
56258

2022 Annual Meeting

Friday, January 21, 2022
Holiday Inn/Convention Center
305 N 27th St, Spearfish, SD
Meeting begins at 5:00pm.
Dinner and entertainment to follow.
Please RSVP at cbhcoop.com/rsvp no later than
January 12, 2022.

If interested in running for a 3-year directorship term,
please visit the article on our homepage at cbhcoop.com. Candidate petition submissions are due no later than
December 8, 2021.

Voting Members Please Note: CBH will offer voting
strictly via mail-in ballots again this year. Ballots, along
with the official meeting notice, will hit mailboxes
the second half of December. For more information,
please visit the related article available on our website.

Low Income Energy Assistance (LIEAP)

LIEAP pays part of winter home heating bills for those eligible. Seniors (age 60+), those with disabilities, households with young children (age 5 and under), and families with the most need (lowest incomes and highest energy bills) are given program priority. Eligibility for LIEAP is based on federal income pre-tax guidelines, household size, and home heating fuel (propane, heating oil, wood heating pellets) type. Both homeowners and renters may apply.



Wyoming deliveries November through May

- Applications for the LIEAP are available beginning Oct. 1 and are accepted through March 31.
- LIEAP also assists with energy-related emergencies, such as utility shut-offs, deposits, and heat losses due to broken furnaces.
- For more information, please call 1-800-246-4221.

South Dakota deliveries July through April

- Applications are always accepted. Priority is given to persons who are elderly or disabled.
- If you are responsible for paying your heat costs directly to an energy supplier, the amount of energy assistance you are approved for will be applied to unpaid heating charges resulting from fills occurring within the qualifying time period.
- Energy assistance may also be able to help if your heat is included in the cost of your rent or you pay your heat costs directly to your landlord in addition to your cost of rent.
- Energy assistance funds are distributed on a first-come basis. Eligibility and assistance amounts are based on the number of people in your home, income of everyone in your home, type and cost of heating and where you live. If you are eligible, the payment is made to your energy supplier.
- For more information, please call 1-800-233-8503.